

Message Text

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ACTION STR-07

INFO OCT-01 ISO-00 STRE-00 AGRE-00 CEA-01 CIAE-00
COME-00 DODE-00 EB-08 FRB-03 H-01 INR-10 INT-05
L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05
SS-15 ITC-01 TRSE-00 USIA-06 SP-02 SOE-02 OMB-01
DOE-11 AF-10 ARA-10 EA-10 EUR-12 NEA-10 /144 W
-----053622 271935Z /43

P 271832Z FEB 78

FM USMISSION GENEVA

TO SECSTATE WASHDC PRIORITY 6522

INFO AMEMBASSY ACCRA

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USMTN

STR FOR ACTION

STR PASS CODEL

E.O. 11652: N/A

TAGS: MTN, ETRD, GH

SUBJECT: MTN: CONSULTATIONS WITH GHANIAN DELEGATION ON

- US OFFERS AND FUTURE WORK PROGRAM

REF: STATE 024987

1. SUMMARY: USMTN DEL HAS HELD INITIAL CONSULTATION WITH GHANIAN MTN DEL TO EXPLAIN IMPORTANCE OF US OFFERS TO GHANA; TO SOLICIT ANY ADDITIONAL REQUESTS BY MARCH 1 OR AS SOON THEREAFTER AS POSSIBLE; AND TO EXPLAIN NEED FOR INDICATIONS OF POSSIBLE CONTRIBUTIONS BY BENEFICIARY COUNTRIES BY APRIL. GHANIAN DEL NOTED IT WAS STUDYING US OFFER AND REPEATED THAT SPECIFIC CONTRIBUTIONS TO THE MTN IN GENERAL WOULD BE DIFFICULT WHILE NOTING CONTINUED PROGRESS TOWARDS LIBERALIZED IMPORT SYSTEM. END SUMMARY.
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2. US MTN DEL (KNEPPER) MET WITH GHANIAN MTN DEL (GLOVER) FEBRUARY 21 TO REVIEW POINTS IN REFTEL AND TO EXPLAIN US OFFERS ON AGRICULTURE AND INDUSTRIAL TARIFFS AND NON-TARIFF MEASURES (NTM'S). US DEL NOTED THAT US OFFER HAD BEEN MADE ON THE BASIS OF RECIPROCAL CONCESSIONS FROM BENEFICIARY DEVELOPED COUNTRIES AND "CONTRIBUTIONS" TO

TRADE LIBERALIZATION FROM BENEFICIARY DEVELOPING COUNTRIES, AND THAT THESE WOULD BE NEEDED FOR THE US TO RETAIN ITS MAXIMUM OFFER ON THE TABLE. US DEL NOTED THE FOLLOWING PRODUCTS IN THE US OFFER WHICH APPEARED TO BE OF PARTICULAR INTEREST TO GHANA: TSUS 156.35, COCOA BUTTER; TSUS 156.40, COCOA UNSWEETENED; TSUS 618.02 & 618.06 UNWROUGHT ALUMINUM. THE US HAD SUGGESTED POSSIBLE CONTRIBUTIONS OF INTEREST TO GHANA IN APRIL 1976 IN CONJUNCTION WITH THE MARCH 1, 1976 US TROPICAL PRODUCTS OFFER. THE US HAD ALSO ON NOVEMBER 1, 1977 INDICATED ITS INTEREST ON AGRICULTURAL IMPORTS AND NTM'S IN GHANA, AND ON DECEMBER 16 HAD FORWARDED A PRELIMINARY INDICATIVE LIST OF NON-AGRICULTURAL PRODUCTS ON WHICH IMPROVED MARKET ASSESS WOULD BE OF INTEREST. THE PRELIMINARY INDICATIVE LIST OF INDUSTRIAL PRODUCTS WAS BEING REFINED BY WASHINGTON AGENCIES TO PROVIDE GREATER SPECIFICITY AND WOULD BE AVAILABLE IN NEAR FUTURE. US MTN DEL NOTED THAT ITS TROPICAL PRODUCTS OFFER ALSO REMAINED ON THE NEGOTIATING TABLE AT THE PRESENT TIME, AND THAT NEGOTIATIONS WERE UNDER WAY WITH SEVERAL COUNTRIES THAT COULD LEAD TO THE PARTIAL IMPLEMENTATION OF THE US TP OFFER.

3. GHANIAN DEL INDICATED THAT HIS DELEGATION WAS STUDYING US OFFER AND WOULD BE SENDING A REPORT TO ACCRA. THEY WERE ALSO PREPARING AN ADDITIONAL LIST OF REQUESTS TO FORWARD TO THE US, WHICH HOPEFULLY WOULD BE READY IN EARLY LIMITED OFFICIAL USE

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MARCH. HE NOTED THAT GHANA HAD WIDE EXPORT INTERESTS IN A NUMBER OF PRODUCTS OF WHICH THEY WERE NOT PRINCIPAL OR SUBSTANTIAL SUPPLIERS, BUT ON WHICH THEY WOULD LIKE TO MAKE REQUESTS, WHICH AT LEAST COULD GIVE DC'S INDICATION OF POSSIBLE FUTURE DIRECTION OF LDC'S DEVELOPMENT PROGRAMS. HE OBSERVED THAT THE LARGEST TRADE VALUES IN THE US OFFER WERE ON TWO ALUMINUM PRODUCTS WHICH WERE PRODUCED BY SUBSIDIARY OF US CORPORATION, KAISER ALUMINUM. IN TURNING TO US NEED FOR CONTRIBUTIONS FROM BENEFICIARY COUNTRIES, GHANIAN DEL NOTED THEY WERE ALWAYS WILLING TO DISCUSS THE SITUATION OF PARTICULAR PRODUCTS. THE SIMPLE FACT OF GHANA'S PARTICIPATION IN THE MTN SHOULD BE TAKEN AS A SIGN OF ITS "GOOD WILL". HE REVIEWED THE EVOLUTION OF GHANA'S TRADE POLICY, NOTING THAT IT WAS BEING INCREASINGLY LIBERALIZED OVERTIME. HE SAID THAT THE US HAD BEEN ALONE AMONG OTHER DEVELOPE COUNTRIES IN ACTIVELY SEEKING CONTRIBUTIONS FROM GHANA, AND SAID THAT THE US EFFORTS HAD RESEMBLED "NUCLEAR FALLOUT" IN GHANA, ENCOURAGING EFFORTS TO MFN LIBERALIZATION. GHANIAN AUTHORITIES WERE ATTEMPTING TO FIND WAYS TO RESPOND ON AN MFN BASIS TO US INTERESTS IN THE CONTEXT OF GHANA'S DEVELOPMENT PLANS AND INVITED US TO PAY PARTICULAR ATTENTION TO JULY 1 BUDGET

MESSAGE AND TO SUCH MESSAGES IN FOLLOWING YEARS. IT WOULD NOT, HOWEVER, BE ABLE TO INFORM THE US IN ADVANCE OF THOSE ITEMS ON WHICH TRADE WOULD BE LIBERALIZED IN THE BUDGET MESSAGE, GIVEN THE PROBLEMS OF COMMERCIAL CONFIDENTIALITY AND THE LAST MINUTE CHANGES THAT OCCURRED INTERNALLY IN GOG. HE ALSO NOTED THAT WHILE GHANA MIGHT NOT BE ABLE TO RESPOND ON ALL OF THE PRODUCTS THE US HAD EXPRESSED INTEREST IN, THAT IT WOULD SEEK TO RESPOND ON OTHER ITEMS THAT WOULD BE OF INTEREST TO THE US. GHANIAN WERE CURRENTLY IN A QUANDRY AS TO HOW THEY WOULD BE ABLE TO OFFSET THE EROSION OF THEIR EC-ACP PREFERENTIAL ARRANGEMENT THAT WOULD SURELY RESULT FROM MFN TARIFF REDUCTIONS. HE REFERRED ONCE MORE TO THE GENERAL STATEMENT CONTAINED

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USMTN, STR FOR ACTION, STR PASS CODEL

IN PARAGRAPH 2 OF 77 MTN GENEVA 8446 CONCERNING GHANA'S CURRENT EFFORTS TO INCREASE TRADE LIBERALIZATION. CONCERNING NEED FOR SECURITY FOR ANY CONTRIBUTIONS GRANTED, GHANIAN DEL NOTED STRONG DESIRE TO AVOID LIMITING GHANIAN FLEXIBILITY TO TAKE ACTIONS TO PROTECT ITS BOP POSITION WHICH COULD RESULT FROM ADVERSE DEVELOPMENTS IN ANY PART OF THE WORLD REDUCING GHANA'S FOREIGN EXCHANGE EARNINGS. GE

4. MTN DEL EXPRESSED APPRECIATION FOR GHANIAN PREPARATION OF ADDITIONAL REQUEST LISTS, BUT NOTED DIFFICULTY OF RESPONDING TO REQUEST BY OTHER THAN PRINCIPAL OR SUBSTAN-

TIAL SUPPLIER. IN ACTUALITY, ONE OF THE BIGGEST ADVANTAGES TO LDC'S IN THE NEGOTIATIONS WOULD BE THE TARIFF CUTS BY DC'S ON PRODUCTS FOR WHICH LDC'S ARE NOT CURRENTLY SIGNIFICANT EXPORTERS.

5. COMMENT: AS GHANA DOES NOT APPEAR TO BE A PRINCIPAL SUPPLIER OF ANY ITEMS IN THE US OFFER, TARIFF REDUCTIONS LIMITED OFFICIAL USE

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OF INTEREST TO IT WILL BE LARGELY THE RESULT OF NEGOTIATIONS WITH OTHER COUNTRIES, ESPECIALLY CANADA ON ALUMINUM PRODUCTS, AND BRAZIL, IVORY COAST, AND THE NETHERLANDS ON COCOA AND CHOCOLATE PRODUCTS.

ACTION REQUESTED: US OFFER STATES THAT NO REQUEST HAS BEEN RECEIVED FROM ANY COUNTRY ON THE FOLLOWING PRODUCTS: TSUS 152.22, 152.26, AND 152.38 GHANA'S REQUESTS ON THESE PRODUCTS ARE CONTAINED IN MTN/AG/R/10, PAGE 10. IN ADDITION, GHANIAN REQUESTED IN TROPICAL PRODUCTS NEGOTIATION CONCESSION ON TSUS 156.47, WHICH THEY HAVE RENOTIFIED IN GROUP AGRICULTURE. US MTN DEL NOTES THAT 1976 TRADE ON THESE ITEMS WAS SMALL, BUT WOULD APPRECIATE LEARNING IF OFFER CAN BE MADE ON THESE ITEMS IN RESPONSE TO GHANIAN REQUESTS.

6. DRAFTED BY KNEPPER. MCDONALD

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